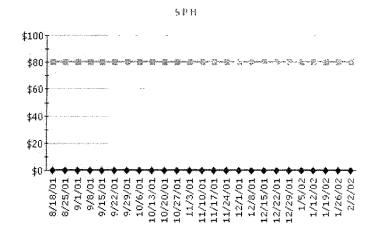
🕶 Development Analysis 🛎

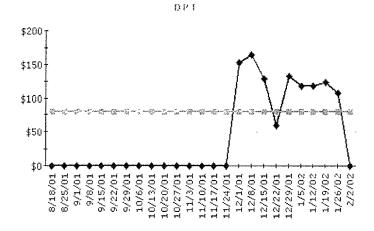
As of Saturday, February 02, 2002

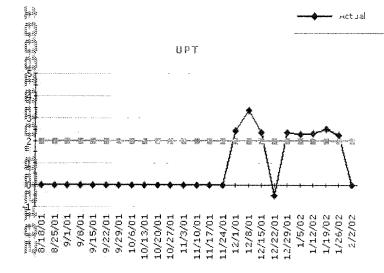
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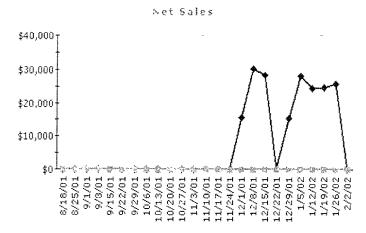
Hired on October 2, 1990

rearly Plan - \$0









Proactive Activity

Gategory	2001-P	12	2001-P11	2001	P10	2001	P9 💮	2001-P8	2001-P7
New Clients									
Total Clients			*				,_	χ.	
Phone Contacts	- 41	.,			•				
Appointments	, . ,			in the same					
Transaction Count		0	0		0				
Net Sales	1212 -	, ó , -	1 0		0	4			

Productivity Summary

All Property and the second	Gross Sales	Return Sales	Net Sales	Goal	Goal Var \$	Proactive Sales SI	H DPT	UPT	TPH	# of Trans	lis
MTD Total	80,986	(6,350)	74,637	0		0	- 116	2.4	,	645	0
YTD Total	209,267	f16,356)	192,411	Ö	-	Ű	127	2,5		1,510	0

Knowledge and Skills (Associate)

Certification and Advancement

Course Name Score	Level	Leve	Test Date	Score Cert D	ate Advance Date
	Associate		05/21/2001	100	
	Advisor	-	07/23/2001	100	

W-Marine	02/51/5001	100
Advisor	07/23/2001	100
Consultant	09/25/2001	100

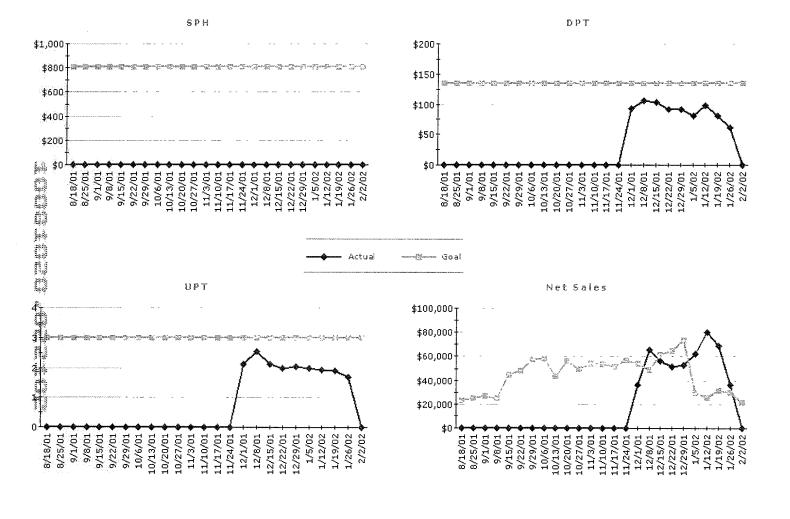
Analysis and Recommendation

APPENDIX A

Development Analysis

As of Saturday, February 02, 2002

Yearly Plan - \$2,211,960



Proactive Activity

Category	2001-P12	2001 P11 2	2001-P10 20	01-P9 200:	1-P8 2001-P7
New Clients					
Tótal Clients	`		-	4	
Phone Contacts				-	
Appointments	•	* *	*.	-	
Transaction Count	0	0	0		1
Net Sales	E 0 E 1	0	0 '' ''		

Productivity Summary

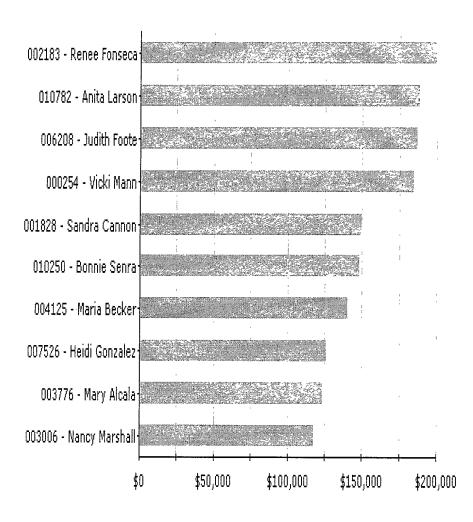
Gross Return Sales Sales	Net Sales	Goal Var \$	LY Net Pi Sales	oactive Sales	SPH	BPT.	UPT	TPH	# of Trans	Foot Teaffic	3.77	les
MTD Total 261,148 (75,946) YTD Total 690,268 (180,352)	185,202 509,916 2,	109,271 75,931 ,211,960 (1,702,044)		0	:	82 -89	1.9 2.0	:	2,267 5,739	0 15,449	19.3	0

🗷 Leader Board 🐇

Top 10 Associates within District DS31 - District 31

December 1, 2001 through December 31, 2001

Net Sales



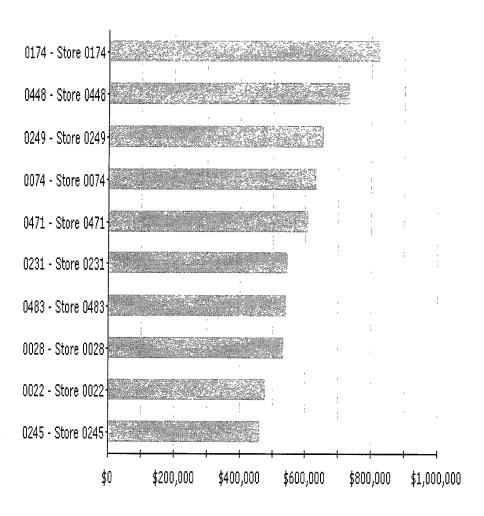
Rank	Number/Name :	lore#	Net Sales
1	002183 - Renee Fonseca	0249	199,473
2: 7:17	010782 - Anita Larson	0483	188,555
3	006208 - Judith Foote	0249	186,621
42.	000254 - Vicki Mann	0175	184,492
5	001828 - Sandra Cannon	0249	149,848
F	010250 - Bonnie Senra	0231	148,200
7	004125 - Maria Becker	0471	140,498
8	007526 · Heidi Gonzalez	0033	126,125
9	003776 - Mary Alcala	0471	123,509
10	003006 - Nancy Marshall	()023 1/2	117,684

4 Leader Board &

Top 10 Stores within Region RG05 - New England

December 1, 2001 through December 31, 2001

Net Sales



Rank	k Number/Name	NetSales
1	0174 - Store 0174	823,043
2	0448 - Store 0448	732,836
3	0249 - Store 0249	653,419
4	0074 - Store 0074	633,000
5	0471 - Store 0471	607,521
6	.0231 Store 0231	545,846
7	0483 - Store 0483	541,944
8	0028 - Store 0028	534,906
9	0022 - Store 0022	479,397
10	0245 - Sione 0245	462,185

Company 01 - Store 0231 - Store 0231 Associate 003076 - Monique Ayers △ Learning History

→

Hired on April 7, 2001

Curriculum Description	Sequence Description	Course Description		Test Score	Start: Date	Complete Date	Last Access E Date	ourse Time
Client Rélagionship	Associate Level	Associate Level Evaluation		100	05/16/2001	05/21/2001	05/21/2001	1.5
Client Relationship	Advisor Level	- Advisor Level Evaluation	 	100	07/16/2001	07/23/2001	07/23/2001	1.5
Client Rélationship	Consultant Level	Consultant Level Evaluation		100	v9/16/2001	09/25/2001	09/25/2001	1.5

» Daily Opportunity Analysis 🛎

Friday, December 28, 2001

Foot Traffic

Productivity Summary

1,352 Transactions 15%



\
7,541
Non-transactions
85%

Conversion Analysis

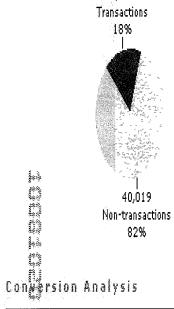
		191 191 - 191 191 - 191	n and							Totals By I	lour	on early or employ			A Parallel		Other
Totals.		a montante de la Partina de la Port		9-10	10 - 11	11 - 12	12-1	1-2	2-3	3-4	4-5	5-6	6-7	7-8	8-9	9-10	Hours
Transactions			1,352	23	94	126	144	130	134	114	83	97	102	105	103	83	· 3 14
Non-tr ans actions			7,541	22	321	637	757	861	974	952	821	604	437	492	412	237	14
Foot Traffic or ensured	Henri (b)		8,893	45	415	763	901	991	1,108	1,066	904	701	539	597	515	320	28
Conv 96			12.8	333	19,0	14,0	12.9	11,1	10,3	95	8,3	11.7	16.7	14.2	15.5	21.9	50.0
			} }			HE ST			Cons	rersion %	By Hour						
	# of	- Foot	Conv	richer in.													Other
Number/Name	Trans	Traffic	%	9-10	10-11	11-12	12-1	1.2	2-3	3 • 4	4-5	5-6	6-7	7-8	8-9	9 - 10	Hours
0033 Store 0033 Regional Mall	102	809	115		.8.0	83	16.8	9,8	6.1	2,6	16.9	14,3	22,6	10,3	18.6	23,3	0.0
0130 Store 0130 Regional Mall	90	907	9,9	0.0	8,0	7.4	9,7	3,7	7.8	5,7	7.3	7,8	20,4	19,7	4.6	48,0	•
0231 Store 0231 Regional Mall	214			, ,	- x,					• • • • • • • • • • • • • • • • • • • •	* * * * * * * * * * * * * * * * * * *		•				
0471 Store 0471 Regional Mall	273	1,858	14.7	233.3	19.5	21.3	16,9	13.7	10.6	9,1	7.0	12.5	15,8	16.2	18.5	21.5	100,0
0483 Store 0483 Regional Mall	209	1732	12.1	150,00	23,1	9,9	10.7	9.5	. 75	12.7	8,5	10,0	16.5	13,0-	20.6	14,3	28.6
0175 Store 0175 Upscale Downtown	145	1,399	10.4	0,0	8,8	12,4	11,8	9,8	14.1	8.8	3,4	12.5	12.8	10,8	9.1	13.2	25,0
0249 Store 0249 Upscale Mall	228	-{1,759	13,0	18.2	30.9	15.8	11.9	11.5	11.7	8,6	4.4	10.3	. 17.3	14,3	17.2	23.9	300.0
0030 Store 0030 Upscale Village	90	349	25.8	14,3	48,0	25.6	10,0	29.2	22.6	28.0	36.4	27.3	0,0				0.0

Weekly Opportunity Analysis *

W/E Saturday, December 29, 2001

Foot Traffic

9,040



Productivity Summary

Net Sales	Goal	Goal (.) Van S	i Net Sales	Var N	#o[Trans	Foot Traffit	Conv 96
858,382	1,146,544	(288,162)			9,040	49,059	12.5

					net es				7-7-71	Totals By	Hour						
Totals				9-10	10-11	11-12	12-1	1-2	2-3	3-4	4-5	5-6	6-7	7-8	8-9	9-10	Other Hours
Transactions			9,040	120	532	862	966	1,071	939	861	792	672	617	571	593	378	. 66
Non-transactions	reacon (f â î		40,019	-946	2,260	3,399	4,274	4,477	5,160	4,862	4,096	3,142	2,296	2,032	1,598	838	639
Foot Traffic			49,059	1,066	2,792	4,261	5;240; -	5,548	6,099	5,723	4,888	3,814	2,913	2,603	2,191	1,216	705
Conv V olument with the Conv V of			125	- 85	13.5	14.0	12.4	131	9,9	9,6	10.4	11.8	14,8	15.9	193.	23.8	6.7
SZERION CONTRACTOR				Tolkielle (*)		PAR BOURT -C			A	ersion %	14.5 5 1 "				1.4		
The second secon	# of	Foot	Conv														Other
Number/Name	Trans	Traffic	90	9-10	10 - 11	11 - 12	12-1	1-2	2-3	3-4	4-5	5-6	6-7	7-8	8-9	9-10	Hours
0033 Store 0033 Regional Mall	709	4,928	12.8		11:0	115	13.8	13.6	10.4	8,5	12.8	~_13.1	18.8	17.6	19,6	233	. 8.8
0130 Store 0130 Regional Mall	605	5,626	9,2	3.1	10.1	9,8	9.1	8.3	7.8	4.9	7.0	10,0	14,5	15.5	8,3	23.0	7.7
0231 Store 0231 Regional Mall	1,405					•	•			*		•					*
0471 Store 0471 Regional Mall	1,752	11,196	13.3	9,5	13.5	15.4	11.9	14.3	10.9	11.3	9,1	13.1	15,0	16.1	19,3	25.9	7.9
0483 Store 0483 Regional Mall	I AZ	8,732		113	13,6	, j0,4	9,7	13.4	8,2	9,2	113	· _113	12.5	13.3	19,5	18.1	2,4
0175 Store 0175 Upscale Downtown	1,004	7,905	11.2	4,2	8,0	14,6	11.5	12.2	8.8	8,3	8,7	8,5	12.4	16,7	23,0	29,8	10.0
0249 Store 0249 Upscale Mall	1,564	8,883	, 125 125	9,5	15,8		152	10.9	-9,4	8,4	75	9.3	15.8.	16.7	-24.2	26.0	- 3,8
0030 Store 0030 Upscale Village	579	1,789	29.2	20.8	42,6	32.7	24.3	29,4	20.7	25,2	34,9	52,7	32.5	38.5	50.0		4.2

* Daily Opportunity Analysis *

Friday, December 28, 2001

Foot Transaction Analysis Foot Traffic 90 Transactions 26%

259 Non-transactions 74%

Productivity Summary

Net Sales	Goal	Geal L Var S	Y Net	LY Var %	#of Trans	Foot Traffic	Conv %
9,645	12,264	(2,619)	-() >		90	349	25.8

95°49'	
Totals	Total's By Hour: Othe 9-10-11-41-12-12-1-1-2-2-3-3-4-4-5-5-6-6-7-8-Hour
Associates on Duty	
Transactions	12 10 175 14 116 6 0
Non-transactions 25	6 13 29 45 34 41 36 28 16 3 . ·
Foot Traffic 34	∮ 25 39 50 48 - 53 50 44 √√22 3 6 6 - 6 5 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6
Conv % 25	14.3 48.0 25.6 10.0 29.2 22.6 28.0 36.4 27.3 0.0 0.0
	Sales Transactions By Hour
ALE REPORTED TO THE PARTY OF TH	
Number/Name Description Tran	9 10 10 11 11 12 12 1 1 2 2 3 3 4 4 5 5 6 6 7 7 8 House
000385 Tuere Bright Pre-Associate 2	6 2 5 5 1 2 1 T
007955 Frances Hayes Pre-Associate 3	1 3 5 8 2 7 6 3
007960 Frances Hughes Pre-Associate 2	5 1 1 1 1 2
000026 House Associate	$egin{array}{cccccccccccccccccccccccccccccccccccc$
002253 Rebecca Thomas, Store Associate	
Other	0 0 0 0 0 0 0 0 0 0 0

(-)

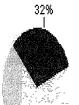
« Weekly Opportunity Analysis 🛎

W/E Saturday, December 29, 2001

Foot Traffic

Productivity Summary

579 Transactions 32%



| 1,210 Non-transactions 68%

Transaction Analysis

100 M	Net Salés	Goal	Goal Yar \$	LY Ne Sale		LY ar %	# of Trans	Foot Traffic	Conv %
	52,896	73,437	(20,541)		•.	. •	579	1,789	29,2

7. Totals By Hour Other 3-4 6-7 7-8 8-9 9-10 Hours 12-1 5-6 Totals≡ Û - Q Û 0 Ū Ū Ą Associates on Duty 1 , U . 79 82 5 1 Transacións À 46 66 67 84 73 51 13 42 127 27. ò 23 1,210 42 62 136 159 168 236 179 Non-transactions 24 1,789 53 202 226 252 309 258 209 ,93 40 13 2 Foot Teathic 108 34,9 32.5 24.3 29,4 20.7 25,2 52.7 38,5 327 50,0 Com/ 雅。 29, 20.8

4,2 Sales Transactions By Hour Other # of 7 - 8 9-10 Hours Number/Name Description Trans 9-10 10-11 11-12 14 5 ĬÎ. 000385 Tuere Bright Pre-Associate 16 23 15 5 004801 Lenore Tingley Pre-Associate 82 4 005201 Kristin Dawkins Pre-Associate 005810 Kathleen 4 11 Pre-Associate 48 Martinez 007955 Frances Hayes Pre-Associate 15 14 14 116 13 21 19 0. 007960 Frances Hughes Pre-Associate 132 13 22 14 18 10 15 24 12 21 008594 Dorothy Eck Pre-Associate 0 10 5 0 008618 Dorcas Desimone Pre-Associate 010330 Bethany Teixeira: Pre-Associate 25 2 000018 Discount 3 14 Associate 000026 House Associate Ü 000030 Unknown 0 0 0 0 Associate 002259 Rebecca Thomas Store Associate 1 008177 Erika Matthews Store Manager 22 008979 Dawn Schuler Store Manager Û Other

Performance Ranking *

#**											
	3¥01 - Diviste	n 01							Regi	on RG05 - N	ew England
			·* [) arfarm:	ance Rank	ina z					
₽÷.											
Zi.					ın Region RG05		1				
a i			Decem	ber 16, 2001	through Decemb	er 22, 2001					
only the true of the order of t				Sorted	d by Net Sales						
the second secon											
\$. #	· Anne Anne	Gross	Return	Net	Proact 9	6 Total	Section	المطاويل بازار الممامة ع	to a second	# of	_11 \
Number Name	Store #	Sales	Sales	Sales	Sales		SPH	DPT	ver		Hrs
009075 Denine Carlisle	0028	71,775	(2,217)	69,558	0	. 0		115	1.9	607	0
002183 親 ence Fonseca	0249	53,355	(1,907)	51,448	-íġ	_ O	•	130	2.2	395	Ô
010762 Añita Larson	0483	52,899	(1,570)	51,329	Õ	0	,-	125	2.2	411	0
009369∰ônceicao Rolland	0389	43.706	(346)	43,360	0	0	-	120	2.4	362	0
001273 தன் றa Shingler	0448	40,698	(285)	40,413	0	0	• .	177	2.4	228	U
003792 Mary Yucenovic	0074	40,251	(145)	40/106	0	0 : ;	-	203	2.6	198	,U
0002545038i Mann	0175	39,702	(101)	39,601	0	0	•	123	2.1	321	U C
004125 Maria Becker	0471	40,277	(1,169)	39,108	Q.	0	, •	119	2.0	330	Û
006518 Jhon Kremer	0174	36,470	(147)	36,322	0	0	· ·	151 133	2,2	241 268	U n
001828 Sandra Cannon	0249	36,325	(659)	35,656	. 0.	0	-	135	4.4	2003	<u> </u>

Performance Ranking

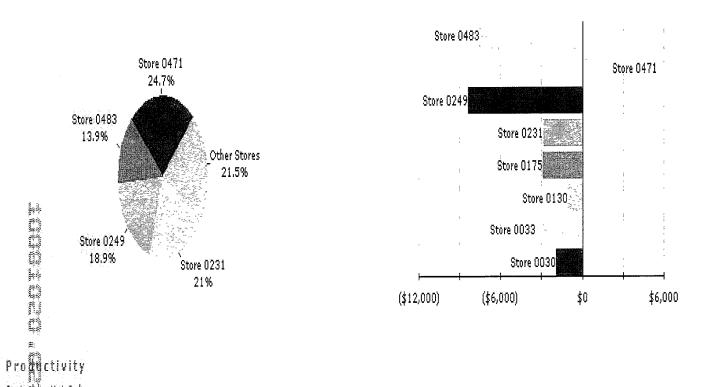
**													
アツ 野物													
Company 01											:	Division D'	/01 - Division 01
35.3				***************************************	_								
Q.				* P€	erforman	ice Rani	king	\$5					
				Top 10 D	stricts within D	ivision DV01	- Division	01					
geografia de la companya de la compa				Decembe	r 16, 2001 thr	ough Decem	ber 22, 21	001					
120 AS						y Net Sales							
114					Sorcea a	À Hac Sales							
C.J													
e e	Gross	Return	Net		Goal	LY Net		96	J. T.		# of	Foot	
20%	Sales	Sales	Sales	Goal	Yar \$	Sales	Sales T				Trans	Traffic Co	これなうとしょくりでは30年の。
Number/Name	(000s) –	(000s)	(000s)	(000s)	(000s)	(000s)	(000s) S	iles Si			(000s)	(000s)	
DS16 Diggi 16	1,058	(135)	923	891	32	•	0	0	- 107		9	36 17	
DS40 Diggic 40	1,047	(243)	804	867	(63)	-	0	0 ⁷	- 90		9	53 12	*
DS29 Dishist 29	1,014	(215)	799	986	(186)	-	0	Ģ	- 98		8	29 18	_
DS11 District 11	961	(185)	775	705	70	•	0	0	- 91	1.8	9	34 17	,
DS31 District 31.	1,001	(226)	775	946	(171)		0	0	- 92	1.8	8	42 12	.9 0
DS05 D ÍSHÝ t 05	988.	(218)	770	949	(179)	-	- 0	0	- 98	1.8	8	46 14	.6 0.
DS17 DEBE 17	906	(140)	766	810	(43)	-	0	0	- 96	1.8	8	44 16	.3 0
DS04 District 04	890	(165)	724	624	101	-	0	0	- 98	1.8	7	43 14	,9 0
DS14 District 14	847	(148)	699	756	(57)	•	0	0	- 104	1.8	7	45 11	,9 0
DS3S District 35	821	(155)	666	. 737	(71)		0	0	- 104	1.9	6,	31 15	.4 0

Daily Productivity Analysis =

Saturday, January 26, 2002

Net Sales Contribution

Goal Variance



Sorted by Net Sales

	Gross	Return	Net		Goal	Proact				#ul	Foot	Čnov I		Lasl Year Net Ne	1 25-25-2788	rent Week	Goal
Number/Name	Sales		Sales	Goal	Var \$	Sales	SPH	DPT	UPT	Trans	Traffic	96	Hours	All Control of the second	等 シン・ロービス 地名 新華を	Goal	Yar \$
Daily Totals	98,689	(57,273)	41,396	67,274	(25,877)	0		42	14	984	j. 10	7 č -	Ď	54. ·			~
WTD Total	950,322		453,957	297,851	162,10E	Ô		50	1.4	9,164	. 0		0	: .:			
MTD Total	3,813,847	13 1 N. 1	7.5	870,865	1,807,671	0	1.3	.79	1.7	33,993	0.	* * * *	0		<u>.</u>	2	1. B
YTD Total	9,744,154	(2,455,512)	7,288,642 2	8,220,162 (20,931,520)	0.	• ;	86	1.8	84,855	357,907	<u>, 9,5</u>	0	\$ 1 - z	1, 1	41-77	· 1
0471 Store 0471	18,561	(8,285)	10,277	8,043	2,228	0		56	1.4	183	0		0	•	78,113	36,257	41,856
Regional Mall 0231 Store 0231 Regional Mall	15,715	(8,431)	7,284	10;112	(2,828)	~· 0		46	1.4	158	, . ,0	•	,	*	59,241	46,384	12,857
0249 Store 0249 Upscale Mall	15,223	(8,217)	7,006	15,387	(8,381)	0		50	1.4	140	0		0		92,729	64,923	27,806
0030 Store 0030 Upscale Village	9,816	(5,109)	4,707	6,639	(1,932)	ď	- • _{v v}	53	1.8	-88	. 0		. 0		36,415	29,640	6,774
0175 Store 0175 Upscale Downtown	9,788	(5,974)	3,814	6,699	(2,886)	0		35	1.4	108	0		0	•	57,311	29,643	27,668
0130 Store 0130 Regional Mall	6,207	(3,047)	3,159	4,239	(1,079)	- 10		43	2.1	.73	, j 0 -	. •	. 0	•	30,918	18,271	12,646
0483 Store 0483 Regional Mall	16,339	(13,678)	2,861	10,204	(7,543)	0	•	16	1,0	167	0		0	•	64,675	44,561	20,115
0033 Store 0033 Regional Mall	7,021	(4,532)	2,489	5,944	(3,455)	0	۰.	37	0.9	67	- 0	- 1 - E	_ 0		40,556	28,172	12,384

Current Month

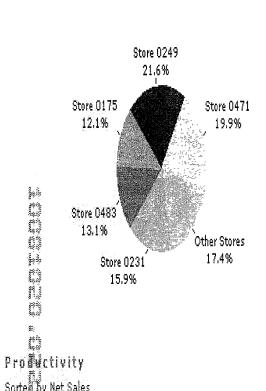
Net Goal

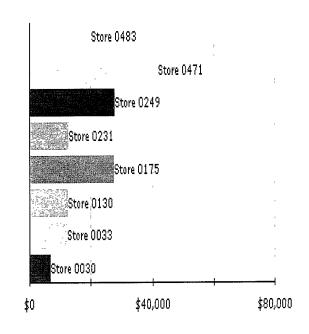
🔅 Weekly Productivity Analysis 🤲

W/E Saturday, January 26, 2002

Net Sales Contribution

Goal Variance





	Gross	Return	Net		Goal	Proact				# of	Foot	Conv		17 を現場を	t Year Net N	el
Number/Name	Sales	Sales	Sales	Goal	Var \$	Sales	SPH	DPT	UPT	Trans	Traffic	%	Hours	5	iles Yar	%
WTD Total	950,322	(490,365)	459,957	297,851	162,106	Ű.		50	1.4	9,164	0 .,		0			1
MTD Total	3,813,847	(1,135,311)	2,678,536	870,865	1,807,671	Ò		79	- 17	33,993	0.	· .	. 0	., '	•	1
YTD Total	9,744,154	(2,455,512)	7,288,642.2	8,220,162	(20,931,520)	0	્રાં કો હા (૧૯૪૧)	86	18	84,855	357,907	9.5	0		·•	
0249 Store 0249	470,400	(or 226)	02 720	(4,000	37.000	0		Γū	1.0	1 [70	ō		n			

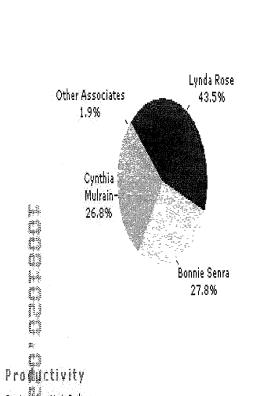
Number/Name	Sales	Sales	Sales	Goal	Var \$	Sales	SPH	DPT	UPT	Trans	Traffic	%	Hours	Sales Var %	Sales	Goal	Var \$
WTD Total	950,322	(490,365)	459,957	297,851	162,106	O.		50	1.4	9,164	Q .,	- ^*	0			e, e e e e e e e e e e e e e e e e e e	
MTD Total	3,813,847	(1,135,311)	2,678,536	870,865	1,807,671	1.05		79	- 17	33,993	0.	* *	. 0		- :		
YTO Total	9,744,154	(2,455,512)	7,288,642	28,220,162	20,931,520) -	0		86	-18	84,855	357,907	9.5	0		<u> </u>		· ,
0249 Store 0249 Upscale Mall	178,499	(85,770)	92,729	64,923	27,806	0		59	1.5	1,578	0		0	•	485,053	175,741	309,313
0471 Store 0471 Regional Mall	167,263	(89, 150)	78,113	36,257	41,856	Ô.	. •,	- 48 	1,3	1,622	. 0	•	0	, ,	453,538	126,657	326,881
0483 Store 0483 Regional Mall	161,369	(96,694)	64,675	44,561	20,115	0	•	40	1.3	1,604	0		0		413,129	120,101	293,027
0231 Store 0231 Regional Mall	129,574	(70,333)	59,241	46,384	12,857	` ^ 0 ·	•	, ,47	1,5	1,265	_ ^Î	•	Q	•	422,225	122,619	299,606
0175 Store 0175 Upscale Downtown	103,505	(46,195)	57,311	29,643	27,668	0		53	1.5	1,088	0		0	•	299,496	101,028	198,469
0033 Store 0033 Regional Mall	80,215	(39,659)	40,556	28,172	12,384		, with the second secon	.57	1.2	711	, (**************************************	, ,	•	203,648	78,926	124 <i>7</i> 22
0030 Store 0030 Upscale Village	66,478	(30,063)	36,415	29,640	6,774	0	•	61	1.7	598	0		0		185,202	87,151	98,051
0.130 Store 0.130 Regional Mall	63,419	(32,501)	30,918	18,271	12,646	, 		44	1,6	698	,0	•	. 0		216,245	58,643	157,602

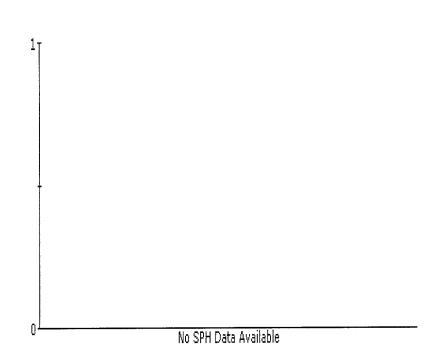
Daily Productivity Analysis

Saturday, January 26, 2002

Associate Net Sales Contribution

Associate SPH





Sorted by Net Sales

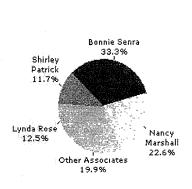
			- 11									Last Year	Curr	ent Week	
Committee of the factor of the committee	Gross	Return		Goal	CELEBRATERY SO WITH THE				# of	Foot Co		Net Nel	とうして 企画学者の 次		Goal
Number/Name	Sales	Sales	Sales	Goal Yar\$	Sales	SPH	DPT	UPT	Trans	Traffic '	% Hours	Sales Var %	Sales	Goal	Yar \$
Daily Totals	15,715	(8,431)	7,284	10,112 (2,828)			46	1.4	158		. 0		-		
WTO Total	129,574	(70,333)	59,241	46,384 12,857	- Õ	•	47	1,5	1,265	Ø	;• - ;;;		·	31.5	*
MTD Total	590,822	(168,598)	422,225	122,619 299,506		•	83	1,7	5,074	7 = 0	0		,'.'	· ·	
YTD Total	1,523,346	(364316)	1,159,030	4,551,587 (8,392,557)			90	1,9,	12,933	57,719	<u>,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,</u>				
004322 Lynda Rose	6,611	0	6,611		0		97	2.5	68		ſ		15,801		
Pre-Associate	UjUII	·	0,011		ů		"		•••		•		,,,,,,		
010250 Bonnie Senra	4,216	Ò	^ <u>_</u>		0		132	2.3	32		0		42,038		
Pre-Associate		* * , , ,	, may		0			-1-			-				
009219 Cynthia Mulrain	4,076	0	4,076		0		78	1.9	52		0		9,590		
Pre-Associate	\$5005FFFFF	regress s		- 212						,			-		
003006 Nancy Marshall	285	Ō	285		- 0		285	4.0	1	5	0		28,600		
Pre-Associate				* 1 *		·				~		-		1	*.
000018 Discount															
Associate	489	0	489		0	•	122	2.8	4		0		1,089		
Corporate Manager		** * _ * _ * *			** **			<u>,</u> ,,,,,,,,							
000030 Unknown							, ,		,		-	* .			*
Associate	0.	(8,481)	(8,420)		1			•	0,		, **	,	(54,972)	*/	
Corporate Manager							- '	*	~ • _ ^			-		,	,
Other	37	0	37		0		37	1.0	1		()	(3,421)		

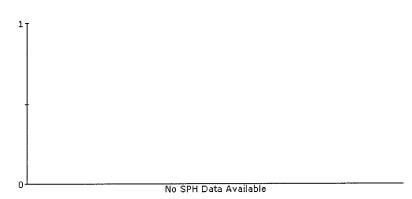
» Weekly Productivity Analysis »

W/E Saturday, January 26, 2002

Associate Net Sales Contribution

Associate SPH





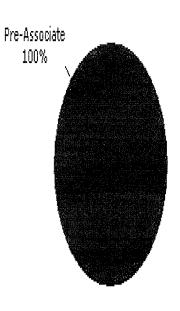
Productivity

Sorted by Net Sale	is															<u> </u>
Number/Name	Gross Sales	Return Sales	Net Sales	Goal	Goal Var S	Proact Sales	SPH	DPT	UPT	# of) Trans	Foot Traffic	Conv % H	ours	Last Year Net Net Sales Var %	Net	rent Month Goal Goal Yar S
WTD Tatal MTD Tatal YTD Tatal	129,574 590,822 1,523,346	(70,333) (168,598)	59,241 422,225	46,384 122,619 4,551,587	.12,857 299,606	0		47 83 90	15 -17 -19	1,265 5,074 12,933	0 0 57,719	3,0	0	, V	,	
010250 Sonie Senra	42,098	8	42,098	0	-	0		100	2.4	420			0		130,485	0 -
Pre-Assasiate 003006#Bancy Marshall Pre-Assasiate	28,600		28,600	. 0		- , - , - ()	•	97	, 2.2	- 294	, -		0		100,894	0 -
004322 kenda Rose Pre-Assissate	15,801	0	15,801	0	-	0	-	115	2.4	138			0		78,520	0 .
001338 Shirley Patrick Pre-Assaciate	14,766	0	14,766	.,,,,,,	* -	. 0		- 122.	2.5	. 121	,		0		71,400	0, -
004463 ବିଲୈ DeClengente	11,574	0	11,574	0	~	0		116	2.1	100			0		86,687	0 -
Pre-Associate 009219 Conthia Mulrain Pre-Associate	9,590	0	9,590	(0)			· ·	84	2.0	114			0	¢	74,522	0 , 5 , -
001756 Saga Evagelista Pre-Associate	3,389	(122)	3,267	0	-	0	-	78	1.7	42			0		27,536	0
011078 Amy Suda Pre-Asseciate	0.	. j - (\$3)	(53)	.0		0 -	 . <u>-</u> -	- ;	- *	, 0	>		g		(53)	0 .
002514 Paula Simmons Pre-Assiziate	0	(92)	(92)	0	•	0	-	•	-	0			0		(239)	0 .
006837 Jennifer Schuff Pre-Associate	0.	(182)	(182)		· · · · · · · · · · · · · · · · · · ·	0	`.` -,	,-	r	_ O,			0		(182)	, 0 -
004886 Laurice Pittman Pre-Associate	0	(202)	(202)	0	-	0	-	-	•	0			0		(1,427)	0 -
001874 Samantha Klement Pre-Associate	.0	(210)	(210)		*, ** <u>*</u> *	.0			, ^ •	0	,).	0		(507)	3 W 3 m
008302 Elyse Laughlin Pre-Associate	0	(573)	(573)	9	-	0		-		0			0		(2,902)	0
003056 Moriah Johnson Pre-Associate	0	(867)	(867)	0		0		-	-	-0	* * *		0		(3,017)	0 -
001638 Sarah Pena Pre-Associate	0	(1,120)	(1.120)	0	-	0	•	-	-	0			0		(2,945)	0 .
004124 Maria Orozzo Pre-Associate 000896 Sylvana		(1.635)	(1,635)	0		. 0		-		0			0	-	18,492)	0 -
Robertson	57	(2,387)	(2,325)	0	-	0	- 1	(2,329)	(33.0)	1			0		(6,702)	0 -
Pre-Associate 000018 Discount Associate Corporate Manager	1,089		ر اگرای تای089 ۰ اگرایتای	*			•	99	2.5	ìí	_*	20	0	`	10,697	
000026 House Associate Corporate Manager	388	(693)	(305)			0	-	(31)	(0.6)	10			0		(3,397)	
000030 Unknown Associate Corporate Manager	-Ŏ-	(54,972)	(54.372)			0,			· · · ·	· o	,	, _, _	0	-	(103,482)	· , · , · , · , · , · , · , · , · , · ,
.003704 Maureen Northern	313	(333)	(21)			0	-	(21)	1.0	1			0		519	
Store Manager 904090 Mana Whitcomb Store Associate 005394 Kimberly	0.	(* 5)				0	> -		·	. , 0		*	0		(400)	,
Karwowski	.705	(591)	115			0		38	1.3	3			o		(1.478)	
Store Manager 005601 Kelly York Store Manager	0.	(1,227)	(f,227)		Common II		ر <u>غیر</u> د			O			0		(2,534)	m' 1 1
Other	1,203	(4,624)	(3,421)			0	-	(342)	(5.3)	10			0		(18,557)	

* Staff Status *

As of Thursday, February 14, 2002

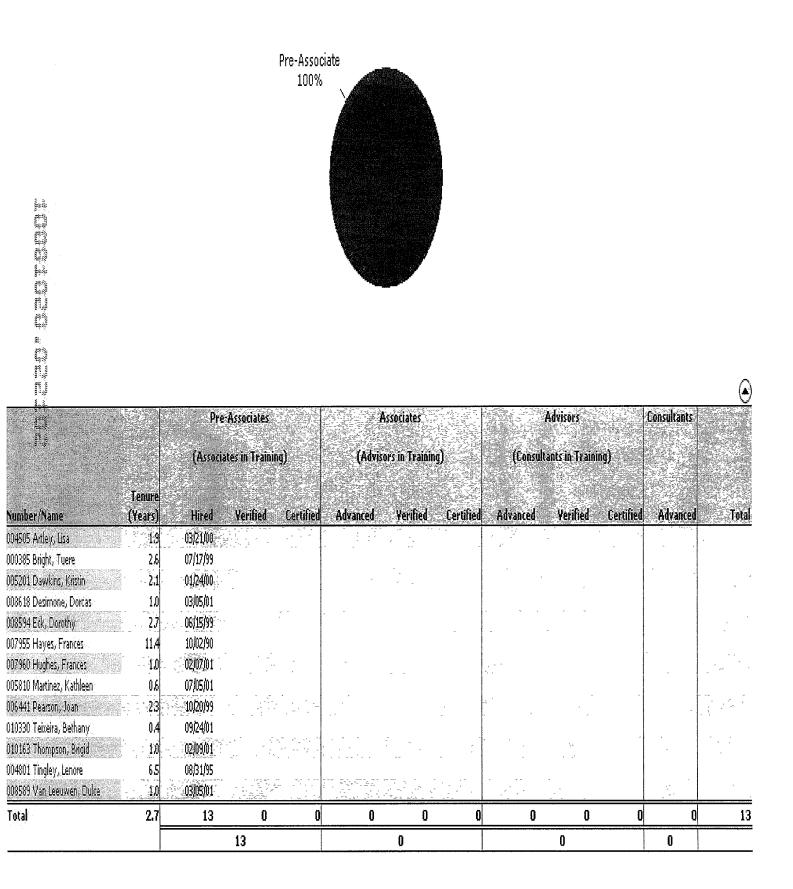
Staff Levels



		Pre-Pre	Associates		Associates			Advisors		Consultants	
		(Associa	ates in Training)	(Advi	sors in Trainin	þ	(Consult	ants in Traini	ng)	The state of the s	
	Tenure				n 7 1						
Number/Name	(Years)	Hired	Verified Certified	Advanced	Yerified	Certified	Advanced	Yerified	Certified	Advanced	Total
0030 Store 0030	2)	3				, ,		*	^	^	ļs
0033 Store 0033	2.5	13									13
0130 Store 0130	15	20		* * *	-		- P			*	- 20
0175 Store 0175	4,4	16				ALL PROPERTY OF THE PROPERTY O					16
0231 Store 0231	4.9	30		- - -			-			*	30
0249 Store 0249	2.3	40				After the second					40
0471 Store 0471	24	<u> </u>	; - , - , , , , , , , , , , , , , , , ,	*	,	4	/	·			35
0483 Store 0483	2.3	30									30
Total	2.8	197									197
			197								

As of Thursday, February 14, 2002

Staff Levels



Monthly Trending Analysis *

As of Saturday, February 02, 2002

Number/Name	2001-Per Actual	iod 12 Goal	2001-Pe Actual	riod 11 Goal	2001-Per Actual	ied 10 Goal	2001-P Actual	eriod 9 Goal	the same of the second	Period 8 al Goal	2001-Po Actual	riod 7 Goa
Jistrict Total	Actual	eua.	Enaudr				TO A :		77	### \- J = 1		. ,
let Sales	2,678,536	1,130,873	4,199,697	4,025,870		2,510,361		2,500,513	:	3,118,615	30 <u>.</u> ,	1,589,861
PH PT	79		91		್ಯಕ್ಷ್ಮ ಆತ್ರ ಆತ್ರಕ್ಕ 91	, , , , , , , ,		~	,		79,5	
pr l	12		18		1.8	, , , , , ,		· · · · · · · · · · · · · · · · · · ·	, -	. ;		
PH	· ·								,	• "	3	. 1045 . 1045
ony %	## <u>#</u>		15.4				,	· · · · ·	1311	· <u>·</u> · <u>·</u> · <u>·</u>	1.2	
030 Store 0030 pscale Village												
et Sales	185,202	109,271	288,324	279,371	36,390	216,772	-	204,164		- 234,247		92,90
)H	•	810	4	810	1	810	-	810		- 810		8:
⊃T	82	135	1	135 3.0	1	135 3.0	•	135 3.0		- 135 - 3.0		13
л Н	1.9	3.0 8	2.1	5.0 6	2.1	5.0	-	5,0		. 6		
אחע 96			29.5		4.6		-				-	
033 Store 003 3			, ,	z' ny	-,							
egional Mall et Sales	303 č40	104,862	360,054	321,743	34,627	175,293		187,367	-	- 215,092		107,5
er pales H	- 203,648	980	1 √4. 1727	321,743 980	, , , , , , , , , , , , , , , , , , , ,	980		980	^	- 980		.9:
T [4]	85	140	Const 4 > C	140		140	_ · •	- 140	-	- 140	, ,,	
PT ##	1,5	3.5	1:9:		. ; 1;9	3.5	-	3.5	7	3.5		. '3
H M					50	7			21 2 = 21	7	, 4	′ , '
nv % j 130 \$ †@re 0130			15.0		2.9	•	¥		*	* ,	-	
gional Mall												
t Sales	216,245	76,044	267,402	275,637	25,763	165,138		148,259		- 174,013	-	84,2
н []		810	1	810	1	810	•	810		- 810	•	8
PT D	76 1.7	135 3.1	j .	135 3.1	l .	135 3,1	-	135 3.1		- 135 - 3.1		3
n P		5.1		6	-	6		6		. 6		
nv.9≨;			12.2	-	2.0	_						
L75 ត្តា ធ e 0175			, ,	٠,							,	
iscale			72.	,	*			, ,	-			,
owntówn at Salés	299,496	132,183	450,651	380,524	51,615	257,716		289,476		- 351,183		183,30
Ή 🕌		980		980		980	-	980		- 980	•	9
PT pig	. 80	140	777 7 ~ 377	140		140		140		_ 140		10
23 3	1.5		1.7	3,3	1.7	, 3.3 7		3.3		3,3	, ,	
94 (1) onv 96			145		1.9			· ,	,	. ,	,	
231 Store 0231	######################################	Al white and a			,	·	~ **	-			Ť	
gional Mall												
et Sales	422,225	163,492		649,833		417,914		396,329	1	 489,556 1,160 		281,0 1,1
H T	83	1,160 145		1,160 145		1,160 145		1,160 145		- 145		1,1
PT	1.7	3.6		3.6	i	3.6		3.6		- 3.6		3
H		8		8		8		. 8		- 8		
)ην % 	·		9.7	•	0.9	• ,	-	•	,	. , .	•	
249 Store 0249 scale Mall			in the second		-	, ,	·	4				, 1
t Sales	485,053	228,351	784,805	783,555	65,217	509,311		487,483	,	- 650,350		301,6
н		1,350		1,350		1,350	·	1,350	-,-	1,350	•	- <u>.</u> 1,3
T	82	150	Dia 12 ととで エラーへ	150		150		150	* *	150		. , i
ケー <u>(1975年)</u> 日	17	3.7	1.9	3 <i>7</i>	- ^ ,	- 3.7		3.7	,	3.7	7	3
nv 96			15.6		0.0			, ,				
171 Store 0471	BLOSESCORECEGICES ~ '	,	-					•			,	*
egional Mall										m.,		202.4
t Sales H	453,538	160,496 1,350		692,262 1,350		400,274 1,350		418,644		- 511,462 - 1,350		293,4 1,3
УП УТ	- 75	1,550	1	150		1,350		1,350		- 150		1,5
ידי	1.6	3.8	i	3.8	1	3,8	1	3.8	1	- 3.8		3
PH		9		9	-	9		. 9		- 9	-	
nv % 183 Store 0483			17.0	-1 ,	, 2.4					•	, .	
gional Mall		is a state	, , ,								- ·	ν
t Sales	413,129	156,174	649,165	642,945	60,892	367,943		368,791		- 492,717		245,7
н		1,160		-1,160		1,160		1,160		1,160	1 - /	1,1
PT .	.72	145	1	145		145		. 145	1	149	-	1
ут — 1 — 1 — 1 — 1 — 1 — 1 — 1 — 1 — 1 —	1.6	3.6	1.7	3,6 8	3	3.6	1 .	3.6		3.6		3
10 10 %		· · · · · · · · · · · · · · · · · · ·	14.9	•	2.3	•			ļ, i		.	*

Store 0030 - Store 0036

Company 01 - District DS31 - District 31 ** Monthly Trending Analysis										
Productivity 2001-Period 11 2001-Period 10 2001-Period 9 2001-Period 8 2001-Period 7										
Number/Nume Store Total Net Sales SPH DPT UP1 TPH 000395 Tuere	Actual Good 165,202 109;27) 830 82, 135 1,9 3.0	268,324 N 279,3 279,3 1	71 36,390 10 36,390	216,772 810 135 3.0 6		204,164 \$10 135 3.0 6	, ; ;	234,247 810 ,135 3.0 6	, , , , , , , , , , , , , , , , , , ,	92,902 810 135 3.0 6
Bright Pre-Associate Net Sales OPT UPT 004505 Lisa	43,161 103 2.3	38,080 - 110 2.2	-	-	•	-	= :	1	:	:
Ardey Pre-Associate Net Sales SPH DPT UPT TPH 004801 Lenore	4.415. (0.10) 88. 227. 2.0	113	0 (320) 00 (320) 00 (30)	0 80 8.0 2.0	· · · · · · · · · · · · · · · · · · ·	0 - 80 - 80 2.0	:	0 80 80 2.0	· · · · · · · · · · · · · · · · · · ·	10 80 80 2.0
Tingley Pro-Associate Net Sale: SPH DPT TPH DOS201 Kristin	12,951 0 103 80 2.0 2.0	9 117 5 0 25 2	0 4,392 30 - 80 98 .0 2.3	0 80 80 2 0 1	:	0 80 80 2.0	:	0 80 80 2.0	: : :	0 80 80 2,0
Dre Associate Net Sales DPT UPT 005810 Kathleen Martinez Pre-Associate	GLA23	ල්ව මුවු - -0,1°; //	()(855)		:		:	-	•	-
Net Sales SPH OPT UPT TPH DOG4+1 Joan Pearson	- (0 - 30 - 81 - 2.0	0 104 0 2.1 2		0 80 80 2.0	-	0 80 80 2 0		0 80 80 2.0	:	0 80 80 2 0 1
Pre-Associate Nat Sales SPH SAL DPT UPT TPH SAL 007953 Frances Haves	21,327	114 24 24 24 24 24	0 8,622 50 163 50 2.7	0 80 80 2.0	:	0 80 80 2 0		0 90 60 2:0 1	- - - - - - - - -	0 80 90 2.0
Pre-Associate Nec Sales SPH SPH UPT UPT TPH 00796ptrances	74,637 &	134	0 15,532 so - 152 so 2.5	0 80 80 2.0 1	•	0 80 80 2.0		0 80 80 2.0	:	0 80 80 2.0 1
Hughes Pre-Associate Net Sales SPH 3 DPT 33 UPT 1 TPH 3 008589 Duice	36,526 0 121 80 2.1 2.1 2.0	0 1417	0 10.699 80 90 101 .0 25	, , , , , , , , , , , , , , , , , , ,		90 90 20		0 80 80 2.0	:	80 80 80 2.0 1
Van Lesuwen Pre-Associate Nat Sales SPH OPT UPT TPH 0008593 Borothy	- 0 - 30 - 80 - 2.0	o - :	0 - 30 - 30 - 30 - 1 -	0 80 80 2.0 1	:	0 80 80 2.0 1	:	0 80 80 2.0 1	- - - - - - - -	0 80 80 2.0 1
Pre-Associate Net Sales* SPH SPH US UPT TPH O08618 florcas Desimones	15;846 0 97 80 2.1 2.0	0 :0119,	0 527 30 30 80 105 .0 2.2	0 80 80 2.0		0 80 80 2.0		0 90 80 2.0	,	0 80 80 2.0
Pre-Associate Net Sales SPH DPT UPT TPH D10163 Brigid	(2,871) (2,871) (2,1435) 80 (210) 20	0 (133)	0 (1,171) 80 - 80 (585) .0 (6 0)	0 80 60 2.0	:	0 80 80 2.0 1	:	0 80 80 2.0	:	0 80 80 2.0
Thompson Pre-Ferential Not Sales DPT UPT UPT Telkeira Pre-Associate	(44)	4,870 122 2,3	3,251 116 2,3		, , <u></u>	, , ,		,	,	, ,
Net Sales SPH DPT UPT TPH DD0018 Discount Associate		0 109 1 0 2.4 2	0 2,127 90 118 90 2.7	0 80 80 2.0 1	:	0 80 80 2.0	:	0 80 80 2.0 1	:	- - - - -
Not Suite DPT UPT O00026 House Associate Net Sales OPT	1,622 28	6,525 - 86 - 3.6 7,445 - 48	576 64 2.1 255 21	~	, , ,]	ALVANOR COMPANY TO THE PARTY TO	:		: :	
LIPT 00030 Unknown Associate Net Sales DPT UPT 002259 Rebecca Thomas	1.1 129.786) 1704 110.40	1.4 (%-885) (29)	(4,867) (4,367) (51.0)			(,)				4.7
Corporate Manager Net Sales DPT UPT UPT CORPORATE Matthews Corporate Manager Net Sales DPT UPT	(2,265) 2,445 42	2,174 21 1.6 2,529 20	(261) (23) 06 (47) (49)		,	1		*		4.0,
OO8979 Dawn Schuler Corpor ate Manager Net Sales DPT UPT Other Net Sales Spei DPT UPT UPT UPT	3,476 71 17 17 627 30 60 (6-92)	1,265 9.9 0.8 (378) (378) (11.0)	(3.520) (3.520) (3.60) (3.60)	i con in significan cas cas con		on a reconstruction	and was progressive to the control of the control o			

Quarterly Trending Analysis

As of Saturday, February 02, 2002

	ct		

Productivit	y :						office a more use	DATE	<u> </u>
	2001-Qu Actual	arter 4 Goal	2001-Quarter 3 Actual Goal		uarter 2 Goal	2001-Qu Actual		2000-Quarter 4 Actual Go	2000-Quarter 3 I Actual Goa
Number/Name District Total	Actual	lioal	ACOM: DAM	occuai	uya.	Taker strain.		San	
Net Sales	7,288,642	7,667,104	7,208,988		6,919,285		6,684,793		
SPH									
DPT UPT	86 1.8				, ,	de 5 d •	~4, ´, •		
TPH					^ -			*,, ' '	
Conv %	9.5			* ** ***	, ,		٠ *		<u> </u>
0030 Store 0030 Upscale Village		and the second s							
Net Sales	509,916	605,414	l .		551,441		523,792	I .	•
SPH	-	810			810 135	-	810 135	į .]
DPT UPT	89 2.0	135 3.0	3.0	1	3.0	-	3.0	1	
TPH		6	. 6	-	6		6	-	-
Conv %	19.3	•			•		,	-	-
0033 Store 0033 Regional Mall		, A, A 1	També i san		4 4	× ',		•	>
Net Sales	598,330	601,898	510,005		598,322	•	525,655	1	•
SPH 11		980	980		980		980		•
DPT 🙀	-93 1.7	140 3,5	140 1. 140	ŀ	140 3.5		140 3.5	1	
UPT #40 TPH #40		درد 7			7		7	•/	, *
Comv %	10.5				•	•		-	-
0130 Store 0130									
Regional Mall Net Sales	509,410	516,819	- 406,494		424,069		392,748	-	-
SPH []	-	810	- 810	-	810	•	810	II.	-
DPT []	80	135	l		135	•	135 3.1	1	<u> </u>
UPT PARTIES TPH	1.8	3.1 6	- 3.1		3.1 6		5.1]
Comv %€:	8.9	-					-	•	-
0175 Store 0175			5.0°	· ·	, -			4 4	
Upscale			(Page)	*			4	The state of the s	,
Downtoviń Net Sales	801,761	770,423	823,964		768,005		662,438	-	
SPH 👬		J 980	(a) 1	1	980		980		• ', ' '
DPT ##	85	140 3,3	140		140 33		140 3,3	l .	-
UPT ≒# TPH ()	1.7	3,3 7			7		. 7	· ·	
Conu %	9.5					~ A.	<u>.</u>	•	•
0231 Store 0231									
Regional Mall Net Sales	1,159,030	1,231,239	- 1,166,94		1,108,619	-	1,085,658		•
SPH	1)153,050	1,160		i	1,160		1,160	-	-
DPT	90	145			. 145		145	i .	•
TPH HAT	1.9	3.6	- 3.6		- 3,6 . 8	:	3.6 8	•	
Conv.%	3,0		•					-	-
0249 Store 0249		. 5	* * * * * * * * * * * * * * * * * * *		*	-		,	
Upscale Mall Net Sales	1,335,076	1,521,217	1,439,50	,	- 1,306,857		1,329,244		-
SPH 1111	۵۰ر <i>0</i> ,۵۶۵ - ۱	1,350			. 1,350		1,350	-	4
DPT	91	150	15	* '	- 150		150	I.	• • • •
UPT	18	3.7			3,7		3.7		
TPH Conv.%	11:0						•	- ,	
0471 Store 0471	SANGELIEDON MABRICA E SA TA A		AL X-1						
Regional Mall	ر در دفتار	4 857 000	4 222 54		- 1,189,704		1,167,950	_	
Net Sales SPH	1,251,934	1,253,032 1,350			- 1,105,709		1,107,950		
DPT	81	150			- 150		150		
UPT	1.7	3.8	3.	3	- 3,8	-	. 3.8	-] [
TPH Conv %	11.5	9	5 - 	? -	- <u>`</u>	-	•		1
0483 S tore 0483		机激烧 医副	7 7 7		_	. ,	-		
Regional Mall		e Tagire vote 'i e ve≘uet'			AMM ===		207 200	ا أ	* ***
Net Sales SPH	1,123,185	1,167,062 1,160	1,107,22		- 972,268 - 1,160		997,300 151,1		• • •
DPT	81		17 30 に記述が27	,	149		14!		* ************************************
UPT	31.7 .		A. 459°	1 "	- ,33.6	•	3.	6 · · ·	
TPH.	9.0			8 123711116		·	· 1/2	8	

∞ Quarterly Trending Analysis ∞ As of Saturday February 02, 2002

Productivit	y 2001-Quarter 4	2001-Quarter 3 Actust Goal	As of Saturday Februar	2001-Quarter 1	2000-Quarter 4	2000-Quarter 3
Number/Name: Store Total Net Sales SPH DPT UPT TPH	2001-Quarter 4 Actual Goal 509,916 605,414 89, 135 2.0 3.0	531,313 810 135	- 551,441 - 810 - 135	523,792 523,792 135 3.0,	Actual	Actual
000385 Tuere Bright Pre-Associate Net Sales SPH DRT UPT TPH	86,241 - 109 2.3				- 0 	- 0 - 90 - 80 - 2.0 - 1
OD4508 Lisa Artley Pre-Associate Net Sales SPH DPT UPT TPH	8,514 00 80 106 80 2.7 2.0	- ep - 2:0	90	. 80	. 80	- 0 - 80 - 80 - 2.0
OABOI Lenore Tingley Pre-Associate Net Sales SPH DPT UPT TPH	33,407 0 - 80 108 80 2.3 2.0	. 80	. 80	. 80	- 0 - 80 - 80 - 2,0 - 1	- 80 - 80 - 2.0
005201 Kristin Dawkins Pre-Associate Net Salas OPT UPT 005810 Kathleen Martinez	0,5500 (2) (2) (2-0)		<u>.</u> , , , , , , , , , , , , , , , , , , ,		- - , -	
Pre-Associate Net Sales SPH OPT UPT TPH GOS-441 Joan	9,243 0 - 80 104 80 2.2 2.0	- 80	. 80			
Pearson Pre-Associate Net Salss SPH DPT UPT TPH TO 79528 Frances	1137 3 566 222 20	99.	91	90	. 90	90 90 2.0
Hayes Pre-Asseriate Net Sala SPH DPT UPT TPH 007968 Frances	192,411 0 . 90 127 80 2.5 2.0	. 80	o - 80	- 80	- 80	. 0 . 80 . 90 . 2.0
Hughes, Pre-Asjociate Net Sild? SPH S S S S S S S S S S S S S S S S S S	107,620 0 80 116 90 2.3 2.0	80	81	90	·	
Van Lekiwen Pre-Associate Net Sala: SPH SPH UPT UPT OOSSIS Borothy	- c - ec - ec	o - 80	0 - 8	. 80		
Eck Associate Pre-Associate Pre-Sales SPH UPT UPT TPH 0086 Fe Porcas	32/511: 90 107, 80 2,2 2.0	BC - BC	0 - 8	o sc	- 80 - 80	- 0 - 80 - 80 - 2.0
Desimony Pre-Associate Net Sales SPH DPT UPT TDH 010163 Brigid	(8,817) (- 96 (220) 86 (1.8) 2.6	0 - 2.4 1 - 2.4	o - 8	oj - 80		
Thompson Pre-Associate Net Sales SPH DPT UPT TPH 010330 Bethany	8,076					
Telsteira Pre-Associate Not Salez SPH DPT UPT TPH 000018 Discount	27,977 (c) St 101 St 2.2 2.4	0 - 8	o -	-		:
Associate Net Sales DRT URT 000026 House Associate Net Sales DPT	9,322 9,41			:		: .
UPT 000030 Unknown Associate Net Soles PAT = UPT 002259 Rebecce	(99),tap) (252) (2.9)				-	
Thomas Corporate Manager Net Sales DPT UPT OOS177 Erika Matthews	(952) (2) 13	The state of the s		ļ., :	-	<u>.</u>
Corporate Manager Net Sulez DPT UPT 008979 Dawn Schuler Corporate	4,677-"\ 25 1.1					* *
Manager Net Sales DPT UPT Other Net Sales SPH DPT	4,035 35 1 1 (49,248)					
UPT TPH	Cto 93	era registration de la companya del companya del companya de la co		1 x x		-

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